

Gc
977.702
D46dech
2005221

REYNOLDS HISTORICAL
GENEALOGY COLLECTION

ALLEN COUNTY PUBLIC LIBRARY



3 1833 00878 2077

50 GOLDEN YEARS

DES MOINES, *Iowa*
CHAMBER OF COMMERCE
1888 - 1938

fp
*F
G27
.P79
D4cc

Sp
*F

627 ✓

.P79

D4cc

Ia.

2005221

Des Moines. Chamber of commerce.
Fifty golden years, 1888-1938.
Des Moines.

F9515

88063 cop.2

Rec'd July 20-1978

P
XF
627
P-1-1
1-1-10

HALF A CENTURY OF SERVICE

* * *

For fifty years the Des Moines Chamber of Commerce has gone forward with a program of betterment for the city. Through the wisdom of the founders and the officers from year to year, the organization was made flexible enough to change with conditions. It has played a most important part in the development of our parks, our good roads, our river front program and in securing such major projects for Des Moines as the Army Post, the viaducts, the bridges, Veterans Hospital, Airport and many business institutions. It has fought for and secured equitable freight rates, has expanded the trade territory of Des Moines and defended that territory against outside metropolitan cities. Once and only once in its fifty years has it entered politics, and that was in securing a better municipal government shortly after the turn of the century.

The continuous nature of the organization has been the secret of its success. Years were spent on each of the above mentioned projects. Each of the fifty years has seen some outstanding project started, carried forth or finished. A list of the presidents of the organization through its various names - Commercial Exchange, Commercial Club and Chamber of Commerce, and a list of its directorates over a period of fifty years, is practically a roll call of the business and civic leaders who have built Des Moines into the present metropolitan city of Iowa.

The Chamber of Commerce is no one individual or small group of individuals. It is a group of business and professional men and women. As an organization it has not been interested in credit but in getting things done. On numerous occasions during its fifty years the Chamber has found it desirable to set up separate organizations to do specific things. This would include the Greater Des Moines Committee, the Community Chest, the Safety Council and many others, some of which were created for a year, two years or three years for a specific purpose, and some permanently.

The history of the Chamber is the history of the growth and development of Des Moines from a small city to the outstanding trade center of Iowa.

"The time is right for an old fashioned revival, and awakening to enthusiasm and to action" - Iowa State Register, January 7, 1888.

The Des Moines Chamber of Commerce was born early in 1888 when the business and professional men of the city decided to combine their efforts to work for a larger and better city. At a meeting called on January 25, 1888, the Commercial Exchange, now the Chamber of Commerce, was created. It was a combination of the various organizations that had been formed in previous years. The Board of Trade was originated in 1871; the Citizens Association in 1872; the Manufacturers Association also appeared in 1872. As early as 1883 the Board of Trade at various meetings started plans for creating a Chamber of Commerce. The Des Moines Association of Jobbers and Manufacturers appeared in 1885.

proud were the men of that year of their city that had grown to first place in the state in size. It had more railroads than any other city of its size in the country. It had numerous important factories. It headed the list of all western cities as a convention city. The previous year there were 59 international, national, inter-state and state conventions held in Des Moines.

The population in 1850 was 502. In 1860 it was 3,965. By 1870 it had grown to 12,035 and when the Commercial Exchange appeared, the population was approximately 40,000.

The organization of the Commercial Exchange was the outgrowth of sentiment and agitation in favor of a central comprehensive, strong and aggressive association on a broad platform for unity of effort in behalf of the city.

A platform of activity, or program of work, as we would call it today, was decided upon at that meeting:

1. It called for securing and entertainment of conventions.
2. Development of roads in order that people may come to Des Moines to trade.
3. Securing of better freight rates for Des Moines.
4. Work for the viaduct over the railroads south of the business district.
5. Work for a Union Station.
6. Adfertising Des Moines in a systematic and judicious way to encourage manufacturing plants.
7. Attracting by advertising, correspondence and personal solicitation of industrial enterprises (wholesalers) that are successful elsewhere but that because of the superior advantages here may be induced to come to Des Moines.
8. Secure an Army Encampment for Des Moines.
9. Beautify the river front.

While this was the organization year, it was a most active year. Traffic problems, new industries, advertising, publicity and membership meant plenty of action. A meeting of all Iowa jobbers was called at Des Moines to start the movement which resulted in the establishment of the Railroad Commission. The long and short haul problem, discrimination between shippers and double billing on through line hauls were to be eliminated. Entertainment of the convention guests more a problem that year than securing of new conventions. Consideration was given to some additional attractions for Des Moines during State Fair Week. Plans were laid out for the celebrating of the semi-centennial of Iowa. A new kind of manufacturers convention staged in Des Moines. Manufacturers from all over the United States invited into Des Moines for a conference. The purpose was to interest them in Des Moines and Iowa as a possible location. Booklets, folders, posters and pamphlets on Des Moines were printed and distributed. 100,000 folders were distributed through a news bureau in Chicago for Des Moines. A series of articles on "Iowa Helping Iowa" were furnished to the newspapers and magazines all over the country. The Industrial Bureau was organized. A Des Moines branch of the Iowa Retailers Association was organized primarily for credit purposes. A committee was sent from the Exchange to New York and New England States to contact manufacturers in regard to locations. A program of advertising local manufacturers carried out. A number of new industries started that year. Advertisements were placed in eastern papers for factories. Smoke problem arises with the development of new factories using Iowa coal. Housing problem with a discussion of the house of the future which was tied in with the demand for furnished furnaces in dwelling houses. A cotton mill making cotton cloth was opened. Annual meeting held in Hotel Savery - 280 members. Budget first year about \$5000.00.

Industrial work, advertising and extending courtesy to visitors and curbing of unfair trade practices chief activity this year. Program to eliminate auction sales and bankrupt sales was successful. A delegation of members of the Exchange made a trip to eastern cities to advertise Des Moines. New booklets and folders issued. A resolution passed by the Exchange asking for a state law exempting manufacturers from taxes on all property except ground for a five-year period. New stove works, oil burner factory and a number of others opened that year. Secured legislative act to create drainage district to permit of storm sewer in Bird Run to drain University Place. Seni Om Sed was originated and staged during State Fair week with a gigantic parade of floats. Receipts of the State Fair increased that year by \$10,000.00. Thousands of Iowa people poured into the city for the first time. Excursions on all railroads leading into the city - about \$5000.00 raised for this event which was the beginning of a period of annual celebrations for the city. This brought Des Moines closer together than it had ever been before. This marked the year when the Greater Des Moines movement was born which resulted in the annexation of immediate suburbs. This was a year in which Des Moines through the Commercial Exchange definitely started out to make the city the center for Iowa business.

The success of the Seni Om Sed was in the blood and plans were started early for a bigger celebration in 1890. The results were heralded throughout the entire nation. The city streets were lighted more extensively than ever before - twenty bands - 70 floats - fireworks and various other entertainments were on the Seni Om Sed program. Indians came on ponies from Tama and a gorgeous pageant thrilled the entire city. This year the Exchange definitely started out to secure permanent paving of Des Moines streets. University Place and north Des Moines were annexed. New factories including a furnace factory, a factory making watches, oatmeal, typewriters and others. A long list of conventions for that year. Deep harbor convention held in Des Moines sponsored by the Exchange. The Exchange helped in meeting the requirements of an eastern insurance company that resulted in the building of a great office building which still stands in Des Moines. There was \$5,000,000 in construction that year.

1891 A real campaign to secure greater use of Des Moines made products was started this year. A house to house canvass was made to interest consumers in the campaign. A directory of manufacturers containing 150 names was given wide distribution. A program of sugar beet development started with the Commercial Exchange giving seed to the farmers and offering prizes for the best results. Service was set up to give them information on planting. An investment company formed to help finance new industries. Formed the Producer's Association of Des Moines to further the use of Des Moines made products. A label was developed reading "Was It Made in Des Moines". A big exhibit made at the State Fair. Brick pavement extended. Several new industries and many conventions. Started talk about auditorium to better handle conventions. Another big Seni Om Sed program during State Fair.

1892 Business men began, through the Commercial Exchange, to take greater interest in city government. Committee drafts a bill to consolidate the school districts in the new city limits of Des Moines. A Real Estate Exchange formed. Movement started for an Armory to house the National Guard Unit. A board of Park Commissioners established with one block of ground at the fork of the rivers as a nucleus on which to build. A campaign to get retailers to push Des Moines products. Secured location for a starch factory described as the "largest starch works on the planet". The year of the big flood with the Exchange raising funds for relief. "Sociables" made the first appearance which was the forerunner of the regular membership meetings. A Good Roads Committee formed and called a general Good Roads meeting to be held during the State Fair and started a study of the roads throughout the nation. Iowa State Register remarks that "A series of luncheons of the Exchange doing much to unify the sentiment of the public". First real good roads program under way. Raised a fund and built a building at the State Fair for exhibit of Des Moines manufacturers. Iowa Road Improvement Association formed at the Good Roads meeting with the secretary of the Exchange acting as secretary of the State Association. Sidney Foster's famous phrase, "In all that is good, Iowa affords the best", appeared probably for the first time on a sign at the State Fair exhibit. The State Fair produced the first big fire works spectacle, "The Last Days of Pompeii", with the help of the Exchange. Des Moines River navigation and Railway Company finally settled.

Another year of intensive industrial development. Funds were raised to finance a clothing manufacturer. Program resulted in revising rail passengers scheduled into Des Moines, this being the beginning of a long program to make Des Moines the retail center of Iowa. The practice of having trains come into Des Moines in the morning and leave in the evening was firmly established. Several new pamphlets on Des Moines prepared and distributed. A campaign to clean up alleys and streets. First campaign developed to secure new jobbing houses for Des Moines. 10,000 copies of a new Des Moines booklet were prepared for distribution at the Columbia Exposition. Plans discussed for securing Union Depot for Des Moines.

Efforts of the Exchange devoted to transportation problems and legislation mostly that year. This is the last year where there is a record of a steam boat arriving in Des Moines from St. Louis and marks the end of a long period of river navigation. It also marks the beginning of agitation to again declare the Des Moines River navigable. The Exchange was still devoting considerable effort in helping to consolidate the numerous railroads in Iowa to secure better rail service for Des Moines. Legislation consisted of efforts to modify the law in regard to landlords' liens to better protect the jobbers. Progress was reported on efforts to secure a Union Railroad Station. A good year for conventions and several new industries.

The State Fair had difficulties during the past year and was scheduled to stay closed in 1895. A big ticket selling campaign undertaken by the Exchange, probably the first of its kind in Des Moines, resulted in sufficient funds to open the Fair. A campaign started in earnest for better city government. A Good Government Club was organized at the Exchange to carry on the program. The Exchange quarters moved to Redhead Block at 4th & Locust with club rooms and auditorium, a part of the program for more social activities on the part of the business men. Start agitation in earnest for a city auditorium and for a city library. Located that year a furnace factory, structural steel works and stockyards. Raised funds to move Iowa Children's Home from Davenport to Des Moines. Secured the first fire inspection ordinance. Started Civil Service agitation. Made the first retail trade survey which showed 450,000 people in the retail territory. This was based on a study of the people who, because of transportation facilities, could get in and out of Des Moines.

Three big projects were under way throughout 1896 - civil service for Des Moines, auditorium, and a retail expansion program. The desire of the Exchange to make Des Moines the entertainment center for Iowa, together with the fear that Des Moines might lose some of its conventions unless better facilities were provided, caused initial plans to be launched for construction of an auditorium. About \$40,000 was pledged that year. Definite headway was made in securing civil service for Iowa cities. A committee of the Exchange prepared a bill which was started on its way through the Legislature. The varied lines of the retail stores and the increasing retail business caused business men to realize the great possibilities in expanding Des Moines as a retail center. The

year just closed had been a bad one for business throughout the nation, but Des Moines' business had been relatively good. A program of expansion and advertising for retailers was started. Plans started for a new market house. A non-partisan organization was formed by the Exchange in the interest of sound money, with more than 1300 business men as members. Manufacturers Association of Des Moines was organized. This was the forerunner of the present Manufacturers & Jobbers Bureau. It was organized to promote the Des Moines manufactured products. A Fellowship Tour that year was made to Keokuk over the newly consolidated standard gauged road. This consolidation opened up entirely new territory to Des Moines jobbers. The Exchange adopted a motto "Our city, right or wrong - If wrong, will help to right her". First appropriation secured from Federal Government for an Army Post provided ground was donated.

1897 Efforts started to revise the present system of assessments, and for the reduction of fire insurance rates. Weekly meetings of the Exchange was held to discuss the assessment reduction, insurance rates, proposed auditorium, municipal reform and relations with the railroads. This was the beginning of the ten-year fight on the part of the Exchange to secure a change in the municipal government. Soap was made for the first time from corn oil in Des Moines with the Exchange attempting to secure a large soap factory. An expanded program to promote Iowa's industrial growth was launched. The Exchange had been experimenting with sugar beets for many years. The retailers of the middlewest were formed into an organization for the purpose of bringing them into Des Moines regularly for market. Another jobbers and manufacturers excursion staged. Auditorium plans revamped. A big revival with a reorganization of the Commercial Exchange on a firmer basis with a more determined program for more conventions and more industries. Secured passage of civil service law. Started campaign for "100,000 population in 1900".

1898 Accepted plans for an auditorium. Conventions on the increase. This marks the first year that an emergency convention fund was raised. Efforts were being made to secure the National Farmers Convention. Because no one was in position to pledge \$800 for the convention, it was lost. Following this the Exchange arranged for and started raising an emergency convention fund that would be available to the committee when needed. Began to talk plans for a new Court House. The Exchange formed the Polk County Farmers Institute, marking one of the early efforts on the part of the business men to promote better agriculture in central Iowa. Staged jobbers excursion into northern Iowa.

1899 A big year for trade trips or goodwill excursions. A series of seven train trips into the territory was made with an average of 100 Des Moines representatives. The Exchange began to take a greater interest in the railroad consolidation and the securing of better rates for Des Moines with an increase of jobbing. Started agitation to secure a new military post. The new auditorium was completed and dedicated August 28th. A bigger program of conventions was launched with the greatly increased facilities. The Exchange offices were moved into the auditorium. This was on 4th Street between Grand and Keosauqua Way. More eastern industries interested.

1900

Des Moines' first piece of tourist promotion was launched in 1900. The Exchange issued folders setting forth the advantages of Des Moines as a summer resort, mentioning the lakes, rivers, parks, Chautauqua and hotels. It was designed primarily to bring better attendance to the summer conventions. Mothers' Congress one of the big conventions of the year.

Motion pictures were being shown in the parks through the efforts of the committee to provide better entertainment for visitors. A bath house was opened and musical programs staged in the parks. Advertisements pointed out that dry roads were available for bicycling. More than 80 conventions that year including Music Teachers National Convention and International Brotherhood of Locomotive Firemen. It was estimated that conventions, State Fair, and the Seni Om Sed Carnival brought more than 300,000 visitors to the city. A fund was raised by the Exchange to buy land with the assurance that the Army Post would be rebuilt. A Manufacturers Exposition was staged.

1901

A two-weeks merchants spring buyers event was staged, with hundreds of merchants from the territory coming in on a special train. A fire investigation committee appointed to draft an electric ordinance providing for electrical inspection, which was later adopted and was the forerunner of our present system. Staged a manufacturers and jobbers salesmen's meeting.

Army Post not yet certain but a delegation was sent to Washington. Feel the need for a traffic department to protect jobbers and manufacturers in matters of shipping and rates. Every meeting of the Exchange during the year brings up the question of freight rates. Work was continued in an effort to secure a viaduct over the tracks (later the 7th Street Viaduct). River front development takes up a major portion of the meeting with some headway being made. Submitted a brief to Washington outlining the needs of Des Moines for a new Federal building. Raised a special fund to entertain the Teachers Convention. Appointed a committee of 40 to work on a project to restore the Des Moines River to navigation by construction of a slack water canal.

1902

Frequent meetings being held in an effort to bring about better railroad facilities into Des Moines and into the trade territory. Took steps towards securing traffic experts to work on the problem. Frequent meetings of the committee in an effort to push viaduct. Army Post now looks certain but

impatient with delays. Big Buyers' Excursion held several times during the year with special rates on railroads into Des Moines. A Housing Bureau maintained for Fair visitors. Program outlined for determined effort to secure a canalization of the Des Moines River. Progress made on the river front improvement. A new packing plant secured for Des Moines. Big year for conventions.

1903

Exchange undertakes program of organizing a Good Roads Association in each county. Wholesale business shows the greatest expansion in the last eight or ten years. Buyers' Excursions still popular. Railroad facilities improved to the extent that wholesalers now cover Iowa, Minnesota, Nebraska

and Dakota. Petitions presented to City Council and the railroads urging immediate action on viaduct. Big fall festival staged on downtown streets. Undertake promotion of plant to manufacture paper from cornstalks. Secured permanent location in Des Moines of Iowa Manu-

facturers Association. Renewed campaign launched for new industries. Trade trips into the territory to supplement the Buyers' Excursions into Des Moines. Exchange forms committee of 100 consisting of the members of all the active committees with a program of getting projects done. These projects included viaduct, change in city administration, establishment of a Traffic Bureau and other projects pending. River cities start campaign on freight rates to control jobbing business, creating a problem that still exists in Des Moines. First buildings of Fort Des Moines Army Post dedicated.

1904 A new Navy Cruiser named "Des Moines" was being constructed. Funds were raised by the Exchange to purchase a bell as a token from Des Moines, (this cruiser did active service for the next quarter of a century, when it was scrapped and the bell returned to Des Moines). Exchange moves its quarters to a building on 5th Street, where club rooms, together with a hall for conventions, was made available. Buyers' Excursion that year an outstanding success with retailers from eight states in attendance. A good year for new industries. More than 100 conventions staged. Viaduct still an important problem. Frequent meetings to discuss city Government but growing determination to do something about it.

1905 Program for new industries. Secured some tax concessions for new factories. An eight-day trade trip by special train reached to Kansas City, Denver, Lincoln, Omaha and other western cities. A carnival staged in the downtown district during the State Fair week at night. There were no night shows at the Fair in those days. A mass meeting held to lay the foundation for a campaign to change the city government. A committee had been sent to Galveston by the Exchange to study the Commission Plan of Government. The Commercial Exchange, for the only time in its fifty years, entered actively into politics for the purpose of altering the city administration. The Commercial Exchange's name changed to that of Commercial Club, absorbing the Jobbers and Manufacturers Association which had grown up during the last few years to supplement the work of the Exchange. Active in securing a larger appropriation and expansion for the State Fair. Handling of conventions becoming a problem taxing the facilities of the Exchange. A year of numerous factory promotions with stock subscription deals being considered at every meeting.

1906 A year marking the creation by the Commercial Club of the Greater Des Moines Committee. The increasing program of work of the Exchange was taxing the finances on a membership basis. The Greater Des Moines Committee created to seek larger amounts of money. The idea was a small committee of chief executives to quickly raise larger sums of money to back industries, build a larger auditorium, establish a freight bureau and do other things needed. A three-year program was set up for the committee. Most of the efforts of the Exchange that year was on new industries. Advertising program launched. More than 200 state and national gatherings scheduled for the year with more than 106,000 visitors. The auditorium seating 3000 people was inadequate for the larger conventions. More than 281 factories employing 5000 people were now located in the city. A large percentage of the Club's funds spent in good roads development.

Greater Des Moines Committee now incorporated with full-time freight commissioner and secretary, and a start on a three-
1907 year program. Exchange organized Civic Improvement Committee and started campaign of cleanliness and beauty for the city. Membership increased from 500 to 750 this year. Des Moines' growth as jobbing center resulted from continued activities along line of trade excursions. More than 1000 merchants in for market program. Jobbing now reached \$60,000,000. Good roads in edge of city goal for the year. Two women admitted to membership in the Commercial Club, probably the first time in the history of Commercial organizations in the world. Plans discussed for a Commercial Club building, but decided to build a Coliseum which would also house all civic clubs. Now three active civic groups in Des Moines - Commercial Club, Greater Des Moines Committee and East Des Moines Commercial Club. Plans pushed for completion of East Locust Street grade elevation and concrete bridge over the Des Moines River. Delegations from Wichita, Kansas; Brooklyn, New York; and other cities visit Des Moines to study the Des Moines plan. The Commission Plan of Government, patterned after the Galveston plan, was adopted on June 20th, after several year's intensive work on the part of the Commercial Club. Staff of Club expanded with increased membership and study of wholesale territory was planned for expansion under way. New Coliseum was first plank in the program for the following year. First Pure Food Show staged. Convention work becoming serious with present facilities. Becoming impatient with railroads on lack of action on viaduct.

1908 Membership now 800 with the reputation of one of the most active organizations in the United States. Increasing amount of work causes decision to divide work between Commercial Club and Greater Des Moines Committee. Pushed work on Winterset and Creston Railroads. Booster meetings held regularly to discuss current problems such as new Coliseum, railroad extensions, trade trips, market weeks and conventions. Program of extension of boulevards and parks. Many big conventions including Grand Lodge of Eastern Star, German Baptist Brethren with 6300 people for ten days. Big problem for Commercial Club to house these people in private homes. For years conventions had been financed one at a time by subscription mostly from hotels and restaurants. On November 24th, plans were definitely adopted for a Convention Bureau which is today the oldest continuous bureau of the Chamber of Commerce. It was now decided to establish a permanent convention fund - \$5000 pledged at the time with a program for \$10,000. Club moves to the Fleming Building with enlarged quarters and offices only. Home Industry Exposition staged in downtown district by concentrated display of Des Moines made products in store windows and show cases. Harley Stipp sent to President's Conference in Washington to present plea for Des Moines River canalization. The organization had now completed its first twenty years of incorporation and was re-incorporated.

1909 Program for the year included determination to enforce elevation of railroads through the city or completion of the viaduct. First corn show staged with Club advancing \$3000 for prizes. Outlined program for establishment of an industrial finance plan. Coliseum almost finished. Club pays \$500 rent for corn show which was the first check paid for rent for the Coliseum. Convention fund increased. Urge fire proof buildings as a part of the program for lower insurance rates. Club contracts for exhibit of Curtiss Aeroplane. One of the main items in the annual report that year

was the securing of better passenger train service on small branch lines in central Iowa. Celebration staged on the 21st birthday of the Club with an announcement of two new factories. The Club offers twenty-five acres along the river front to city in case river is opened for navigation. This project would cost \$45,000,000 and provides six-foot channel from Des Moines to the Mississippi River.

1910 The eyes of the nation were on Des Moines watching the success of the new Municipal Form of Government. The Commercial Club, the Greater Des Moines Committee and Ad Men's Club cooperate in big publicity program. Club proposes program for city to purchase Water Works. Work started on Walnut Street Bridge after several years of agitation by the Club. Three trade excursions through Iowa promoted. Train service was improved to several Iowa points, bringing all county seat towns within a one-day shopping schedule. A total of 126 conventions handled by the Club. Sponsored an improved seed corn program which was carried to the entire state. Seed corn testers were furnished to the entire state. The Good Roads Committee aided materially in progress made towards the improvement of the state highways. A good roads school was sponsored. Municipal Day created. A successful year in keeping down unworthy subscriptions and advertising schemes. Military tournament promoted. Prepared a legislative act aimed at eliminating loan sharks. This was the forerunner of the Small Loan Act in Iowa. More work on improving the Des Moines River front. Clean-up campaign to beautify the city. Plans discussed for an Art Gallery. Foundation laid for an art school for Des Moines. Work started on viaduct. A committee of 300 appointed by president to settle street car franchise dispute. Several new important industries. Push boulevard extension and river front development. Wipe out indebtedness of Auditorium.

1911 One of the biggest industrial years for sometime. A total of 97 conventions with attendance of 167,000. Weekly meetings for discussion of civic affairs inaugurated. Three Good-will trips made into southern Iowa by manufacturers and jobbers. Much time given to development of new train service with practical completion of program started three years before to make all of Iowa available to Des Moines by shopping trains. New freight service opens more territory to jobbers. Auditorium again partially destroyed by fire and rebuilt. Good Roads Committee helped to secure state legislation compelling the dragging of roads by supervisors. Street decorated for State Fair and other events throughout the year. Big "Made in Des Moines" show of an unusual character staged in the Coliseum. Manufacturers' Day established for one day of each month. Much activity on the part of the Smoke Abatement Committee, Fire Prevention Committee, Legislative Committee and others. The Civic Committee devoting efforts to river front development, beautification of Cottage Grove Avenue, improving the approaches to the Capitol Building, flood protection and efforts to secure new Armory built on river front. Des Moines now claims to be best lighted city in the world, with efforts being made to have city take over extensive lighting system owned by the property owners in the downtown district. Information Bureau at Fair devoted to assisting out-of-town people in securing adequate housing facilities during the week.

1912 The year 1912 found the Commercial Club devoting a large part of its efforts to furthering the river front improvement. Efforts on new industries resulted in new investments of nearly a million dollars and employment of more than 700 new employees in manufacturing plants. Funds had been raised and a so-called beauty dam built that year. Convention activities bring 87 conventions ranging in length from one day to eight days, and with a total attendance of 173,000. The jobbers devoting their efforts to securing 24 hour merchandise car service out of Des Moines into the territory, with a large part of the state now on a next morning delivery. Additional freight houses and trackage facilities were secured in connection with this campaign. The Fire Prevention Committee submits an anti-fireworks ordinance to the Council but which was not to be passed for nearly a quarter of a century later. Strong recommendations made to secure motor driven fire apparatus. Committee brings about agreement between the owners of the Water Works and the City Council on the use of city water and installation of fire hydrants. Recommendation of the Club results in installation of clock in Court House, now a tradition in Des Moines. Seed corn testing, started several years previous, was continued with definite results now known to the entire public. Efforts to remove or abandon Fort Des Moines resulted in the enlargement and improvement of the Fort.

1913 One of the regular duties of the organization in 1913 was seeing that the roads were dragged after each rain. Work was started towards securing the Internal Revenue Office for Des Moines. Efforts were started towards comparing assessments in Des Moines and attempting to equalize them with other counties in the state. The street car franchise was being studied and debated by the Board of Directors. The Fire Prevention Committee helped to secure an expansion of the Fire Department and the start towards motorization. Conventions were increasing and taking most of the time of the secretary. The 7th Street Viaduct was being advocated in real earnest. Housing of visitors for the State Fair a serious problem and taking considerable time. The manufacturers and jobbers staged a trade trip into territory, were working on freight rate problems and attempting to secure expansion of freight house facilities in Des Moines. A shopping train between Des Moines and Mason City was secured. It was voted to change the name to that of Chamber of Commerce. Several new industries were secured.

1914 This was the first year under the new name of the Des Moines Chamber of Commerce. The Agricultural Committee started work to organize Polk County under the new Crop Improvement Law. Work was started for securing a new Federal Court Building, (finally secured in the late twenties). The Chamber offices were moved to the Shops Building. A lawsuit was instigated by the Chamber of Commerce against Clover Hills to force the dragging of the roads after rains. (Clover Hills was an incorporation west of the present city limits). Trade trip made by manufacturers and jobbers to St. Joe. More efforts for an expansion of freight depots. Option secured on a site for the Federal Building. The Chamber starts an anti-subversive campaign. The convention fund this year reached \$9200.00. The Retail Merchants Bureau joined and became a part of the Chamber of Commerce. The Convention Bureau signed a contract for use of the Auditorium. The final settlement of the famous Shortline Sanority Rights Case where the Chamber of Commerce fought for and preserved the rights

of a large group of employees, following the merger of several railroads in Iowa. Better mail service was secured.

1915 A period of heavy stock selling schemes, also a period of unemployment. The Chamber of Commerce staged the very successful "made work" campaign. The Chamber furnished \$4000.00 to the city for the backing of a work program. A new merchandise train established through efforts of the Chamber to the north. A newcomers week. Welcomed a large group of new families. Contracts signed by the Chamber with the Prince Speedway Company for a race course in Des Moines. Raised funds to entertain the Liberty Bell on a tour across the country. Raised money for a music course. Street car franchise still being settled. Start work on a central welfare registration bureau, finally resulted in the Community Chest. Secured 5000 loads of gravel from the railroads for road work in the county. Geis Botsford resigns as secretary. Civic Improvement Committee appointed was the forerunner and basis for the Town Planning Commission.

1916 Through the work of the Agricultural Committee, a county agent was established in Des Moines. The Retail Merchants Bureau, now a part of the Chamber of Commerce, reorganized the Boy Scout movement in Des Moines, increasing membership from 300 to 3000 and putting it on a permanent basis. The Good Roads Committee made an exhaustive survey and report on types of pavement throughout the nation. This report, said to be the first of its kind, was widely publicized and used. Work was started on the Grand Avenue widening program. A campaign by the Chamber against loan sharks resulted in the establishment of the Morris Plan Bank for Des Moines.

1917 The Jobbers Bureau launched and entered into a program of territorial expansion. The Public Welfare Bureau, established as a coordinating organization, raising the first Community Chest. The smoke abatement activities resulted in securing of a franchise for central heating plants. This year was a year of war activities, liberty loan campaigns, entertainment of soldiers and other war time activities. The Chamber's quarters in the Shops Building was the center for not only Des Moines war activities but many of state-wide nature.

1918 The Council of Members was born. War Solicitation Commission organized and saved millions of dollars for citizens. The campaigns which followed led to the establishment of Iowa Blue Laws. Iowa Business Congress planned. Consolidated Chamber of Commerce with the Des Moines Commercial Association. A year of expanded bureaus. New traffic code put through the City Council. Extensive work on establishing grain market in Des Moines. Saved the baseball team. So extensive were the war activities this year by the Chamber of Commerce that a full-time military secretary was maintained on the staff of the Chamber. The Agricultural Committee had extensive programs.

1919 New Quarters. The Chamber moved into the Savery Hotel, the present location. Consolidated with the East Des Moines Commercial Club. A placement bureau established for returning soldiers. Iowa Business Congress held. A period of readjustment with returning troops a problem. Some worthwhile road legislation secured at last. War left Des Moines as a military center with many activities at Fort Des Moines and improvements at Camp Dodge. A Board of Trade (Grain Exchange) established at last after six year's effort to make Des Moines a grain center. A campaign started resulting in purchase of the Water Works by the city. National Swine Show secured for Des Moines. Air committee organized. Fire Prevention survey resulted in a quarter of a million dollar savings in fire insurance premiums.

1920 Department of Women's Affairs created, the first of its kind in the United States. Foreign Trade Bureau established with the rapid increase of Des Moines manufacturers selling abroad. The second Iowa Business Congress brought thousands of retailers into the city. The Manufacturers & Jobbers Bureau expanded with a full-time secretary. A year of readjustments followed the war with numerous problems of financing before the Chamber. An Education Bureau launched to get behind expansion of the Des Moines School system.

1921 Third Iowa Business Congress tremendous success. Thousands of retailers from over the state were brought in for a week of intensive educational entertainment. The Des Moines Chamber helped to organize the Iowa State Chamber of Commerce. National Shrine convention entertained, one of the most outstanding of all conventions held in Des Moines. Industrial Exposition staged in the Coliseum. Laid foundation and started campaign which resulted in air mail service for Des Moines. Organized employment bureau which placed 15,101 persons in jobs. Helped organize Des Moines' first complete battalion of National Guards. Agricultural Committee lay out extensive program. Chamber spends weeks in putting new city building code in shape. Convention fund now \$31,078.

1922 National convention of the Grand Army of the Republic held in Des Moines for the first time. The Chamber helped to promote a Building Exposition and fought a hard battle against efforts to abandon Fort Des Moines. With the Greater Des Moines Committee, raised a fund to refinance and save Argonne Post of the American Legion. Big Fellowship Tour to northern Iowa. Council of Members had now grown to great importance and was heralded throughout the nation as one of the outstanding of its kind. Automobile traffic and parking study and many efforts made to ease the downtown congestion. Committee of the Chamber prepared a building code which was to be adopted later. First efforts started towards securing of Veterans Hospital for Des Moines. Extensive campaign to help State Fair resulted in the establishment of an Information Booth, decoration of streets, staging of Des Moines Day and a general welcome program on the part of the downtown merchants. Another big Industrial Exposition. Important change secured in the method of issuing building permits. Five new industries this year. "Welcome Stranger" week for the large number of new families moving to the city. A campaign to get Des Moines stores to feature Des Moines products. Jobbers and manufacturers carried on an extensive campaign to secure better package

car service out of Des Moines. The Des Moines Chamber took a more than active interest in 1922 in National Affairs, sending many delegations to Washington and to other places to protect the interests of Des Moines.

1923 The Zoning Commission finally created after years of effort on the part of the Chamber. A determined effort started towards a comprehensive city plan. Safety Council organized. Staged a Drivers' School. Traffic was now rapidly increasing in Des Moines and a determined effort made by the Chamber to secure better regulation. Motorcycle squad was inaugurated. Boulevard stop system adopted and systematic system of handling traffic. Succeeded in getting Municipal Tourist Camp established. The Chamber helped to organize the Iowa Good Roads Association. An Industrial Exposition was staged. Many new industries that year. A cooperative office of the Foreign & Domestic Commerce Department inaugurated by the Chamber of Commerce. Goodwill Tour staged to southwestern Iowa. A good year for conventions.

1924 Adoption of the comprehensive city plan. Young Men's Department of the Chamber was started, now known as the Junior Chamber of Commerce. The Postal Affairs Committee secured restoration of early morning delivery of eastern mail in Des Moines. A chapter of the National Aeronautical Association organized by the Chamber and start of a long campaign that would put Des Moines definitely on the aviation map. Numerous solicitation schemes stopped that year. Americanization classes undertaken. 152 conventions. Retail promotion activities began to take on greater importance. Two new important industries established. New car registration list started as a definite service to automobile dealers. Manufacturers and jobbers start work on a comprehensive shippers' guide. Traveling Men's Association staged an intensive campaign to sell Des Moines to the state. Glee Club of the Chamber received wide recognition. Military Affairs Committee helped the enlistment in Citizens Military Training Camp and helped to entertain the boys while in camp. Put intensive work on efforts for new Federal Building. Chamber membership reaches new high peak of 2250.

1925 Success in securing a definite place for Des Moines on National Airways program. Des Moines established as a regular stop on first transcontinental mail route. The City Council finally adopted a Zoning Ordinance, which has been the leading plank in the Chamber's program for several years. New industries included a flour mill and others. The Chamber helped in the negotiating for a purchase by a large company of local packing plant. Secured state laws permitting of city planning in cities. The Fire Prevention Committee secured a general fire inspection. The Chamber active in Americanization work. Sponsored organization of Civic Music Association. The Chamber taking active part in marked highways which finally led to a great system of numbered highways throughout the nation. Additional prizes offered to State Fair for baby beeves. Goodwill Tours staged. Central Iowa Products Exposition largest ever held in the state. 138 conventions entertained. First community Christmas decorations for streets.

1926 The Chamber started extensive industrial development program, putting in a full-time industrial secretary. Twenty-two new industries. 167 conventions. Safety campaign. Know Des Moines Products campaign inaugurated to expand existing industries. Federal Building on which Chamber had worked for more than ten years was started. A full office of the Foreign & Domestic Commerce Bureau established. The Chamber active in State Fair and Drake Relays. Tourist promotion. Educational survey started. The Chamber active in securing the first traffic signals for Des Moines after years of effort. Publicity campaign inaugurated throughout the city and state to promote optimistic business and expand Des Moines manufacturing and jobbing concerns. One of the largest years for Des Moines manufacturers with more than \$120,000,000 in products.

1927 New type of Goodwill Tour consisting of three days on special train throughout Iowa inaugurated. Chamber active in aviation, helping to bring Colonel Lindbergh to Des Moines. Years of effort on good roads began to be noticed with a heavy program of paving throughout the state. Speakers supplied throughout the state on good roads work. Industrial Department expanding - 24 new industries. Program of helping existing industries inaugurated. For the first time Des Moines has a complete file of industrial information through the newly created Industrial Bureau. Wide general publicity program on soundness of Des Moines and Iowa. 159 conventions. Salesmen's courses in public schools were secured through Chamber's efforts. Better express service to Des Moines for retailers secured. Many special promotion days by the retailers. Christmas decorations program expanded with Des Moines beginning to take the lead throughout the nation. More determined study being started on the parking problem in Des Moines.

1928 Traffic Bureau organized by the Manufacturers & Jobbers Bureau to answer a long felt need. This bureau was soon to become a most important factor in securing better freight rates for Des Moines and in providing a shipping service to the firms in the city. The Jobbers Bureau and the Manufacturers Bureau consolidated into the now present Manufacturers & Jobbers Bureau, for the purpose of combining and staging a more intensive campaign of making Des Moines the market city for the state. The combined bureaus started a program of special events including fellowship tours in the territory. 162 conventions. First Farm and Home Exposition organized by the Convention Bureau now an annual affair. Decided start made towards securing of a Union Bus Depot centrally located to replace the one then in operation. Secured adoption of an Iowa flag for street decorations on special days. Auction ordinance secured. First Building Show inaugurated by the Real Estate Bureau. Good Fellowship Dinner inaugurated for salesmen of the manufacturing and jobbing concerns to bring about a closer cooperation covering the territory. Many expansions in the industry with 25 new ones. Dedication of the first Municipal Airport and secured a world's record for air mail for any one city up to that time. State Junior Chamber of Commerce organized through local Junior Chamber.

1929 Staged a Harvest Jubilee for one week in the fall, bringing thousands of people into Des Moines. Developed a speakers bureau to furnish speakers to smaller cities throughout Iowa for goodwill purposes. Helped to promote Drake Relays attendance, baseball attendance and entertained C.M.T.C. Camp. Traffic Bureau completes first year as part of the Chamber of Commerce, saving shippers more than \$50,000.00 and auditing over 20,000 freight bills. Also entered in more than thirty major rate cases. Staged a three-day Fellowship Tour through southern Iowa visiting 100 towns. Issued new improved type of Buyer's Guide for manufacturers and jobbers. Staged a Salesmen's Dinner for the salesmen of manufacturing and jobbing concerns. Cooperated with Police Department in facilitating deliveries by wholesalers in the downtown district. Made a traffic survey of cars coming into Des Moines for the benefit of retailers studying their territory. Secured the placing of thirty large painted boards at strategic points on highways not coming through Des Moines. Extended bus service in several directions. Promoted early Christmas shopping campaign and placed elaborate decorations on streets for the holiday season. Continued efforts to secure Post Office addition and to secure Union Bus Station. Staged series of membership meetings with outstanding speakers. Staged Clean-up and Paint-up campaign through Junior Chamber.

1930 This was the turning point so far as paving was concerned. Iowa now had at least one completely paved across the state highway. The Chamber of Commerce entered into a long campaign to last for several years to sell the world on the fact that Iowa was now "out of the mud". As the mud links were paved celebrations were arranged by the Des Moines Chamber of Commerce in some fifteen or twenty different towns throughout the state. Large delegations and caravans of cars were taken to these places for a road opening, which were designed for one purpose and that was to publicize to the world that the roads were finished. A big celebration later in the year in Des Moines marked the completion of an all paved highway through Des Moines all for publicity. Beggars had become such a nuisance on the streets that the Chamber, through the Retail Merchants Bureau, secured an ordinance which eliminated them from the streets and has kept the streets fairly free of beggars since. New efforts were made on curbing miscellaneous solicitations. The Chamber took a renewed effort in city affairs by appointment of a Governmental Committee to study the city's administration. Definite efforts started to secure a truck depot, The Bus station was now promised. Truck lines had opened up some of Des Moines' territory to competing market centers. Through the Traffic Bureau an effort was made and successfully so, to secure many truck lines into territories where it was necessary for competitive purposes, although the Chamber backed the railroads in every way possible. Automobile survey made to determine source of automobiles coming into Des Moines from the territory. New Post Office addition, which had been worked on for several years, was now assured. A three-day Fellowship Tour staged throughout the territory. The Chamber active in cooperating with the Fair, helping to stage the Women's Air Derby.

1931 The program for 1931 was headed with the determination to cash in on Iowa's paved roads. Staff representatives were sent to all key highway centers in surrounding states for personal contacts with tour bureaus and others in charge of directing traffic. The Des Moines Chamber of Commerce was out to tell the world that Iowa was now "out of the mud". These personal contacts early in the season were followed up throughout that year and following years. For the first time the Chamber of Commerce organized and maintained a complete tourist road information bureau to serve not only the people in Des Moines, but the people of Iowa and the travelling public. Large signs were placed throughout the state at key points to keep people of Iowa constantly aware of the fact that it was only a few miles by paved road to Des Moines. The bus depot was secured. The third annual traffic survey showed 46% more out-of-state cars coming through the city. Retail Department promoted "Dollar Day", "Des Moines Day", "Iowa Day", "Spring Opening", "Fall Opening", Christmas program and other promotional events. Veterans Hospital assured. New Post Office addition assured. Successfully defeated a proposal change in rates that would have cost Des Moines more than a quarter of a million dollars. Established a truck terminal to care for the increasing problem of jobbing houses handling trucks. More fellowship tours. Market Week. Fellowship Dinner. Manufacturers and Jobbers Guide published. New department - Agricultural Committee organized and enlarged. Helped to secure new airport. 170 conventions. More activity in curbing fraudulent solicitations. Established speakers bureau to serve the territory.

1932 A big year for Des Moines - seeing the realization of many projects on which the Chamber of Commerce, the Greater Des Moines Committee and other organizations had worked for years. Federal Home Loan Bank secured for Des Moines. United States Veterans Hospital built. The Chamber stages a nation-wide tourist promotion program for Iowa. Anti-hoarding campaign carried on by Chamber in Des Moines as part of a national program. Fourth annual Fellowship Tour and extensive market month program, buyer's guide and other territorial promotion activity. Retail promotion included several special days with campaign to improve salesmanship, to encourage early shopping, to discourage unreasonable and unwarranted return of merchandise, and to promote the confidence of the public in retail stores in Des Moines. Assisted the State Highway Commission in building a more informative and attractive tourist map, over 50,000 of which were distributed during the year through the Chamber of Commerce and other organizations in the state. Greeters Committee was a unique idea developed by the Good Roads Committee, organizing service station attendants into a group of salesmen selling Des Moines to the tourists. Provided mileage charts and other useful services to filling stations and garages. Published the most complete detailed tariff ever published in Iowa for the convenience of Des Moines shippers. Introduced an unheard of idea of preventing over-charges rather than collecting them after they were made - this accomplished through educational program. Organized Iowa Association for the Reduction of Public Expenditures to carry on a state-wide tax reduction program with success. More than 185 conventions. Miscellaneous duties of the Chamber increasing rapidly.

1933 The retiring president pointed out the greatest year for cooperation among business men since the war days. Organized Public Works Committee to assist PWA in lining up worthwhile projects for Des Moines. This committee, representing various sections of the city, has been most helpful and beneficial in securing permanent projects from Federal funds. Probably no greater confidence ever shown in the Des Moines Chamber of Commerce than when asked by the Federal Government to organize and administer NRA in Des Moines. Considerable portion of Chamber's funds and efforts that year put on NRA. Staged city-wide improve your home campaign, resulting in more than one and one-half million dollars worth of repair and new construction, which was definitely felt in business throughout the entire year. Enlarged the tourist publicity program, working with the Highway Commission in distribution of the new issue of the state map, and maintaining a constant year round campaign for the purpose of selling Iowa to the entire nation as a state with paved roads. Inaugurated a new type of trade trips consisting of a series of district fellowship meetings held in various cities and towns of Iowa. Maintained a year round where to buy service for retailers. Brought Secretary of Agriculture to Des Moines for a personal appearance in launching the newly created Corn-Hog program in the center of the cornbelt. Expanded the work of the Agricultural Committee to include state-wide campaign to stimulate production of flax. An annual Baby Beef show. Stronger State Fair cooperation. Stimulation of use of Iowa eggs and numerous other activities designed to provide a better market for Iowa farm products. Secured revision of brick rates from Chicago. Reduction on iron and steel rates from Chicago. Defeated proposal to readjust paper rates that would practically eliminate paper jobbing in Des Moines. Defeated proposal to establish stopping in transit privileges on iron and steel, and won many other rate cases. The Chamber had many problems in connection with the bank moratorium and the President's re-employment agreement. Sent the Jr. Legion Drum Corp to Chicago where for the first time they won all honors awarded, starting them on a career that was to bring many honors to Des Moines. Served Iowa more intensively that year because of NRA, CWA and other activities, taking the place of a State Chamber of Commerce. With a decreased income, a decreased budget, cut salaries and less facilities, there were more problems for the Chamber to meet than ever before, but they were met.

1934 One of the outstanding events of the year was the creation of the Safety Council, which secured a compulsory testing law for the city, established a testing station that has been the envy of the nation since, and secured a new type of police ticket which has made traffic law enforcement easier. The Council was credited with helping to produce the 30% reduction in death from automobile accidents in Des Moines and safe with a 20% increase for the nation. Good Roads activities concentrated on efforts in securing closing gaps in the paved system and a start on the diagonal road which had been long sought for. Euclid Avenue Bridge built by state and Federal governments, as a result of a campaign started by the Chamber of Commerce and other organizations several years before. A bridge program was laid out calling for a new 18th Street Bridge, a new bridge on 2nd Street over the Des Moines River, and a viaduct and bridge on East 14th Street. The program was scoffed at by many, but was completed in a few years. The Chamber worked side by side with the City Council in outlining projects under CWA, PWA and FERA for the city, and then assisted in securing the necessary funds and labor. Better air mail service was secured. Better Housing

Bureau the Chamber organized and carried on a program throughout the year to secure modernization and new homes. Soy bean plant established in Des Moines due largely to efforts of Agricultural Committee. With the passage of the sales tax the Chamber took the leadership in organizing the state and in securing a uniform and compulsory method of passing the tax on to the consumer rather than adding it to the burden of the retailer. Maintained most complete file of information in the city on NRA with the rulings and interpretations, advise council and information as a regular routine of the office. Was headquarters for several code authorities. Began to expand the Bureau of Business Research to provide business facts about Des Moines and Iowa to manufacturers and jobbers. Entertained more than one hundred school classes from Iowa cities and towns on inspection tours of the city. Carried on successful campaign to increase the importance of Des Moines as the Federal headquarters for Iowa. Staged a home decoration campaign at Christmas time. Final completion of famous 17000 I.C.C. Docket on which the Traffic Bureau had spent more than four years, resulting in for all practical purposes moving the Mississippi River closer to Des Moines and giving Des Moines a better comparative situation with river towns. Began to organize truck lines to fill in between territory covered by railroads out of Des Moines. Extended a real service to the entire middlewest by discovering and successfully defeating an attempt on the part of national concerns to secure an unloading in transit privilege of car loads of canned goods. This necessitated a hurried airplane trip by staff member to San Francisco and a hurried but successful presentation before the Interstate Commerce Commission.

1935 This is an important epoch in the transportation life of Des Moines, since it marks the theoretical moving of the Mississippi River nearer to Des Moines. The half century old habit of arbitrarily breaking rates of the Mississippi River had been partially broken through the settlement of the most famous rate case in history - I.C.C. Docket 17000. The Traffic Bureau of the Chamber had spent more than five years in defending the Des Moines situation. The settling of this case necessitated the compilation and publication of a new tariff. Weekly traffic clinics were organized to disseminate the necessary information under the new decision. Unusual active year for Retail Merchants Bureau with special days, special openings, holiday activities and day to day solution of retail problems. Legislation affecting retail business, deliveries, store hours, relief orders, unemployment legislation as it affects retailers, sales tax, service charge on a bank account, solicitations from retailers and bus services in and out of the city, were some of the problems handled. A more complete and well rounded program of territorial building undertaken. A series of ten district meetings held in as many different towns during the year. Des Moines' new type of fellowship tour now copied throughout the nation. Good roads activities including a system in organizing several national highway associations to promote traffic on Iowa's cross state paved roads. Many unpaved gaps in the state closed through the efforts of the committee. New diagonal highway rapidly nearing completion. There were 6000 inquiries for road information from all parts of the United States received and answered. Better routing of tourists through the city provided. 18th Street Bridge now completed with definite commitment on 2nd Street Bridge and Viaduct on Southwest 21st. Close cooperation of Public Works Committee with city, state and federal officials building excellent programs of public works for the city through federal aid. Staged a campaign for advance sale of tickets for the Drake Foot-

ball season, selling the stadium for five home games. Agricultural activities consisted of helping to launch the Corn-Hog program, by arranging meetings of key farmers in Iowa and bringing Federal officials to Des Moines. Extended cooperation with State Fair. Secured improvement of air service with more frequent trips to Chicago. Fostered and saw through completion state-wide campaign through newspapers, radio and speakers' platform, to bring out the cheerful side of business conditions in the state. It was a campaign of facts to overcome depression propaganda.

1936 The outstanding activity of the Chamber for the year was probably the expansion and putting on a full-time basis the Agricultural Department of the Chamber. A five-year experiment with a volunteer secretary has proved the value and need for as complete a department as any Chamber could possibly provide. Several months were devoted to working out its plans and program for a well-rounded and active department. More than 12,000 farmers brought to the city for a one-day meeting to hear details of the new A.A.A. program. Expansion of the 4-H Club project, promotion of soil use surveys, encouragement of farm management demonstrations, and promotion of publicity between city and county folk was the program for the year. Des Moines' annual Christmas decorations staged by the Retail Merchants Bureau, now becoming the outstanding event in the country. Launched a cooperative course for training of salesmen by school and by retail stores. Transportation activities changing rapidly to that of motor trucks. The Des Moines Chamber takes the active lead in organizing truck operators of the state under the Motor Carrier Act, in order to keep control in Iowa. Successfully defeated efforts of large carriers in the metropolitan cities securing control of rates which would practically have eliminated Des Moines and other Iowa cities as jobbing centers. Efforts made to the carriers to abolish the plan of rate making which had been gained by Des Moines under 17000. This proposal was prevented by the Traffic Bureau. Manufacturers and wholesalers make concentrated efforts to hold trade of western Iowa. Series of three one-day trips made to southwestern Iowa with a total of more than 2000 retail merchants contacted. 18th Street Bridge now open. 2nd Street Bridge more than half completed and piers in place on East 14th Street project. Secured the widening of road between 18th Street Bridge and site of the viaduct. Published a new tourist guide which was widely circulated by the tour bureaus all over the United States to people interested in coming through Iowa. Placed large painted sign boards on U. S. #6 now routed across the north edge of the city. These signs mark the route downtown. The Chamber spent considerable time and effort working with city, state and federal officials to secure completion of river front development and construction of a dam below the fork of the rivers. Most of this had been advocated by the Chamber for more than a third of a century, by which could not have been completed except for federal aid. Secured the passage of the Anti-Fireworks Ordinance for the city which resulted in the passage of a state law prohibiting the sale of fireworks in the state. Established Hospitality Committee as a friendly token to new business men coming to Des Moines. Reopened by the Junior Chamber the question of smoke abatement in Des Moines with some success. Also through the Junior Chamber launched a comprehensive and successful thrift garden program. Many new educational activities launched through various bureaus and departments. More than 230 conventions held during the year. The Safety Council continued program, bringing Des Moines to the lead with a better safety record than any other city of its size in the nation.

1937 Successfully launched the first annual National Farm Institute under the sponsorship of the Agricultural Department of the Chamber. More than 600 people from every county in Iowa and from twelve states joined in this event that brought nation-wide coverage and focused the agricultural eyes of the nation on Des Moines. Other agricultural activities included sponsoring of the Soy Bean train, increasing of the market in Des Moines for agricultural products and launching a new 4-H Club project for the state. Successfully led truck operators of Iowa and surrounding states in organizing under the Motor Carrier Act, and publishing rates that makes it possible for Des Moines jobbers and manufacturers to compete with metropolitan cities. Staged the most outstanding Air Show ever held in Iowa, with more than 10,000 in attendance on one day. The Retail Merchants Bureau started a program of analyzing retail trade territory and staged several major promotional days. A spring series of fellowship tours staged by the manufacturers and jobbers reached more than 2000 retail merchants. A goodwill day held in September brought 2300 retailers to the city for a one-day visit. This year marks the completion of the bridge program launched four years before the Good Roads Committee. The five bridges are now completed. They are: Euclid Avenue Bridge - 18th Street Bridge - Southwest 21st Street Viaduct - 2nd Street Bridge and East 14th Street project including a bridge and viaduct. Secured the printing of the city directory in Des Moines. Helped to locate two new Federal offices in the city. Staged a Drake football campaign. Secured better mail service to Kansas City and the southwest. Continued the day by day and week by week activities.

2005221

PRESIDENTS OF THE CHAMBER OF COMMERCE

1888	Louis Harbach	1913	E. T. Meredith
1888	William Witmer	1914	L. E. Stevens
1889	George Baker	1915	B. F. Williams
1889	Isaac Brandt	1916	Ashton Clemens
1890	B. F. Kauffman, Sr.	1917	Ashton Clemens
1891	Lowery W. Good	1918	Ashton Clemens
1892	George H. Lewis	1919	James B. Weaver
1893	James C. Cummins	1920	Alex Fitzhugh
1894	Ira M. Earle	1921	P. B. Sherriff
1895	James A. Watt	1922	Henry L. Adams
1896	William A. Park	1923	Ellis R. Engelbeck
1897	James W. Hill	1924	Emory H. English
1898	Thomas Hatton	1925	Geo. Way Williams
1899	H. B. Hedge	1926	Clifford DeFuy
1900	John M. Read	1927	Jos. G. Black
1901	Sam Green	1928	O. B. West
1902	Sam Green	1929	B. F. Williams
1903	D. B. Lyons	1930	V. L. Clark
1904	D. B. Lyons	1931	Harry T. Watts
1905	Philo Kenyon	1932	C. W. Gifford
1906	Philo Kenyon	1933	Dr. T. C. Denny
1907	Philo Kenyon	1934	James W. Hubbell
1908	B. S. Walker	1935	John R. Ford
1909	B. S. Walker	1936	Herbert L. Horton
1910	B. F. Kauffman, Jr.	1937	C. R. Ives
1911	L. E. Harbach	1938	W. W. Waymack
1912	E. T. Meredith		

CHAMBER OF COMMERCE SECRETARIES

1888 - 1890	G. F. Sellick
1891 - 1892	John Clarey
1893 - 1897	O. L. F. Browne
1897 - 1908	Milo Ward
1908 - 1915	Geis Botsford
1916 - 1921 (Aug)	R. H. Faxon
1921 (Aug) - 1922 (Mar)	George E. Hamilton
1922 (Mar) - 1926	Warren R. Jackson
1926 (Jan to Oct)	Emory H. English
1926 - 1929	Joel Tuttle
1929	John D. Adams

